Updates from The Appraisal Foundation
May 16, 2019

A.C.O.W.
Appraisers’ Coalition of Washington
www.acow-wa.org

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Vice President, Appraisal Issues
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Agenda

- The Appraisal Foundation
  - USPAP Courses
  - Investigator Training (with AARO and ASC)
  - Q&A Forum
  - Appraisal Practices Board

- Appraisal Standards Board
  - Yes, I Can Accept That Assignment!
  - Publication Timeline for 2020-21 edition of USPAP
  - Revisions for 2020-21 edition of USPAP
  - Hybrids/Bifurcated Appraisal Assignments

- Appraiser Qualifications Board
  - Appraiser Credentials
  - Examination Statistics
  - *Practical Applications of Real Estate Appraisal* (PAREA)
  - Future Concept: Credential *Without* Experience?
The Appraisal Foundation
<table>
<thead>
<tr>
<th>Course Title</th>
<th>Hours</th>
<th>Delivery Mechanism**</th>
<th>Audience</th>
<th>Count Toward Real Property USPAP Requirements?</th>
<th>Count Toward Real Property QE/CE Requirements?***</th>
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</thead>
<tbody>
<tr>
<td>7-Hour National USPAP Update Course</td>
<td>7</td>
<td>Classroom and Online</td>
<td>Real Property Appraisers</td>
<td>Yes</td>
<td>CE Real Property Credit</td>
</tr>
<tr>
<td>7-Hour USPAP Update Course for Non-Residential Real Property</td>
<td>7</td>
<td>Online</td>
<td>Real Property Appraisers</td>
<td>Yes</td>
<td>CE Real Property Credit</td>
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<tr>
<td>7-Hour USPAP Update Course for Mass Appraisal</td>
<td>7</td>
<td>Classroom</td>
<td>Real Property and Mass Appraisers</td>
<td>Yes</td>
<td>CE Real Property Credit</td>
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<tr>
<td>7-Hour USPAP Update Course for Personal Property</td>
<td>7</td>
<td>Classroom</td>
<td>Personal Property Appraisers</td>
<td>No</td>
<td>No</td>
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<tr>
<td>7-Hour Residential Review and Compliance Course</td>
<td>7</td>
<td>Classroom and Online</td>
<td>Real Property Appraisers</td>
<td>No</td>
<td>CE Real Property Credit</td>
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<tr>
<td>15-Hour National USPAP Course</td>
<td>15</td>
<td>Classroom and Online</td>
<td>Real Property Appraisers</td>
<td>Yes</td>
<td>QE or CE Real Property Credit</td>
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<tr>
<td>15-Hour USPAP Course for Business Appraisal</td>
<td>15</td>
<td>Classroom</td>
<td>Business Appraisers</td>
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<td>No</td>
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<tr>
<td>15-Hour USPAP Course for Personal Property</td>
<td>15</td>
<td>Classroom</td>
<td>Personal Property Appraisers</td>
<td>No</td>
<td>No</td>
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</table>
## USPAP-Related Courses

<table>
<thead>
<tr>
<th>Title</th>
<th>Hours</th>
<th>Format</th>
<th>Audience</th>
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</thead>
<tbody>
<tr>
<td>Evaluating a Report for USPAP Compliance</td>
<td>4</td>
<td>Online</td>
<td>Lenders, Underwriters</td>
</tr>
<tr>
<td>Intro to Terms and Concepts of USPAP</td>
<td>4</td>
<td>Online</td>
<td>State Regulators, Attorneys, Investigators</td>
</tr>
<tr>
<td>Residential Review and USPAP Compliance</td>
<td>7</td>
<td>Online &amp; Classroom</td>
<td>Real Property Appraisers</td>
</tr>
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</table>
Investigator Training

The Appraisal Foundation (TAF) and the Association of Appraiser Regulatory Officials (AARO), with funding from the Appraisal Subcommittee (ASC), have once again formed a partnership to offer training to state investigators in 2019.

We invite your investigators, administrators, legal counsel, or support staff involved in investigations to attend our Level I, Level II, and Level III Investigator Training Courses! The goal of the training is to promote greater consistency in the evaluation, investigation, and resolution of complaints received about appraisers nationwide. Please review the prerequisites, and send names and email addresses of two state investigators for each course to Aida Dedajc at aida@appraisalfoundation.org. Important reminder that we do not take requests from individuals, they must come from state's chief regulator.

Each state's chief investigator will be able to send up to two state investigators who have never previously attended the courses. If you have more than two investigators who you would like to send to the training, please request that their names be added to the Waiting List. Preference on the Waiting List will be given to larger states! The courses are two and half days long (Monday-Wednesday), and will be offered at no cost to state investigators. In addition, transportation to the courses as well as lodging and meals will be reimbursed by the Foundation in accordance with our travel policy. Attendance is crucial! Participants must attend the complete course in order to receive a certificate of course completion and expense reimbursement. Please see our Attendance Policy.

Spaces fill up quickly, so please send your submissions as soon as possible!

**Level I**
- **Date:** April 15-17, 2019
- **Instructors:** Tom Lewis & Larry Disney
- **Location:** Kansas City, MO
- **Prerequisite:** Completion of the 15-Hour National USPAP Course (or its equivalent), OR the 4-hour online course *Intro to Terms & Concepts of USPAP*.
  (Note that the *Intro* course is not eligible for CE credit)
- **Registration Cut-Off:** 3/1/2019

**Level II**
- **Date:** July 15-17, 2019
- **Instructors:** Dennis Badger, Don Rodgers
- **Location:** Tampa, FL
- **Prerequisite:** Completion of Level 1 Investigator Training Course and the 15-Hour National USPAP Course (or its equivalent).
- **Registration Cut-Off:** 6/7/2019

**Level III**
- **Date:** September 15-18, 2019
- **Instructors:** Tom Lewis, Margaret Hambleton
- **Location:** Portland, OR
- **Prerequisite:** Completion of Level 2 Investigator Training Course, which includes the 15-Hour National USPAP Course (or its equivalent).
- **Registration Cut-Off:** 8/9/2019
Q&A Forum

If you cannot locate your question by clicking on the currently available Q&As below, please visit our Q&A Forum, available at www.appraisal.answerbase.com. We have also detailed instructions on how to register for the Q&A Forum.
Appraisal Practices Board

- Free Voluntary Guidance on Recognized Valuation Methods and Techniques
- Production Time and Guidance Too Lengthy
- Published Valuation Advisories:
  - Adjusting Comparable Sales for Seller Concessions
  - Residential Appraising in a Declining Market
  - Identifying Comparable Properties
  - Identifying Comparable Properties in AVMs for Mass Appraisal
  - Valuation of Green and High Performance Property:
    - Background and Core Competency
    - One to Four Unit Residential
    - Commercial, Multi-Family, and Institutional
  - Collection and Verification of Residential Data in the Sales Comparison Approach
Appraisal Standards Board
<table>
<thead>
<tr>
<th>Assignment Types</th>
<th>Some Examples</th>
<th>Allowed by USPAP?</th>
<th>How Does USPAP Apply?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oral Appraisal Reports</td>
<td>A client does not require a written report</td>
<td>Yes</td>
<td>STANDARDS 2, 8, 10</td>
</tr>
<tr>
<td>Purchase Price Negotiation</td>
<td>A potential buyer is considering purchasing a property or business</td>
<td>Yes</td>
<td>STANDARDS 1 &amp; 2, 7 &amp; 8, 9 &amp; 10</td>
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<tr>
<td>Calculation Engagement</td>
<td>A CEO is considering an acquisition and wants to know the calculated result given a specific valuation method</td>
<td>Yes</td>
<td>STANDARDS 9 &amp; 10</td>
</tr>
<tr>
<td>Consulting/Appraisal Consulting(1)</td>
<td>A client is considering developing a vacant parcel and is looking for maximum return</td>
<td>Yes</td>
<td>Advisory Opinion 21</td>
</tr>
<tr>
<td>Appraisals for Litigation/Expert Witness Testimony</td>
<td>An attorney needs an impartial opinion of value for legal proceedings</td>
<td>Yes</td>
<td>STANDARDS 1 &amp; 2, 5 &amp; 6, 7 &amp; 8, 9 &amp; 10</td>
</tr>
<tr>
<td>Evaluations(2) for Lending</td>
<td>A lender needs an evaluation providing an opinion of market value to ensure a loan is adequately collateralized</td>
<td>Yes</td>
<td>STANDARDS 1 &amp; 2 and Advisory Opinion 13(3)</td>
</tr>
<tr>
<td>Appraisals for Lending</td>
<td>A lender needs an appraisal providing an opinion of value to ensure a loan is adequately collateralized</td>
<td>Yes</td>
<td>STANDARDS 1 &amp; 2, 7 &amp; 8</td>
</tr>
<tr>
<td>Appraisal Review</td>
<td>A client needs to know whether or not an appraisal is credible</td>
<td>Yes</td>
<td>STANDARDS 3 &amp; 4</td>
</tr>
<tr>
<td>Appraisals for Charitable Contributions</td>
<td>An individual donating real or personal property requires a qualified appraisal performed by a qualified appraiser(4)</td>
<td>Yes</td>
<td>STANDARDS 1 &amp; 2, 7 &amp; 8</td>
</tr>
<tr>
<td>Appraisals for Estates</td>
<td>An executor needs to know the value of property in order to equitably settle an estate; an executor needs to know the Fair Market Value to pay estate taxes</td>
<td>Yes</td>
<td>STANDARDS 1 &amp; 2, 7 &amp; 8, 9 &amp; 10</td>
</tr>
<tr>
<td>Appraisals for Insurance</td>
<td>A property owner wants to know how much insurance coverage is adequate; a property owner needs an independent appraisal to help settle a damage/loss claim</td>
<td>Yes</td>
<td>STANDARDS 1 &amp; 2, 7 &amp; 8</td>
</tr>
<tr>
<td>Advocacy</td>
<td>An individual who is an appraiser is asked to represent one party in a court proceeding</td>
<td>Yes (see footnote)</td>
<td>ETHICS RULE and Advisory Opinion 21(5)</td>
</tr>
<tr>
<td>Assessment Appeals</td>
<td>An appraiser is asked to work for a property owner in an assessment appeals hearing</td>
<td>Yes (see footnote)</td>
<td>ETHICS RULE and Advisory Opinion 21(5)</td>
</tr>
<tr>
<td>Contingent Fee</td>
<td>An appraiser agrees to be compensated for the appraisal only when the loan closes</td>
<td>No</td>
<td>Management Section, ETHICS RULE</td>
</tr>
</tbody>
</table>
Publication Timeline for 2020-21 USPAP

- Focused Survey – September 2017
- Discussion Draft – January 2018
- First Exposure Draft – May 2018
- Second Exposure Draft – August 2018
- First Exposure Draft for Advisory Opinions – September 2018
- Third Exposure Draft – December 2018
- Fourth Exposure Draft – February 2019
- Adopt Changes – Early April 2019
- 2020-21 USPAP & Courses – September/October 2019
Free Webinar: USPAP Updates Explained
May 22, 2019 @ 1:00-2:00 pm Eastern

USPAP Updates Explained
Click Here to Learn About Changes in the 2020-21 USPAP
Changes for 2020-21 USPAP

- Reporting Options and Comments in Standards Rules
- SCOPE OF WORK RULE
- COMPETENCY RULE
- DEFINITIONS
- Other edits to improve clarity and enforceability of USPAP
Changes for 2020-21 USPAP Reporting

- Retains *Appraisal Report* and *Restricted Appraisal Report* options
- Clarifies requirements for the use of supplemental certifications
- Allows *Restricted Appraisal Reports* for intended users in addition to the client(s)
Restricted Appraisal Reports

- Free Webinar – *Alternative to Evaluations: Using Restricted Appraisal Reports in Your Practice*
- Sample Restricted Appraisal Reports for Residential and Non-Residential Properties
Changes for 2020-21 USPAP

Comments in Standards Rules

- Where Comments include requirements, removes language from Comments and modifies Standards Rules
- Maintains Comments where needed to better understand requirements of Standards Rules
- Adds descriptive titles to each Standards Rule
Changes for 2020-21 USPAP

SCOPE OF WORK RULE

- Adds language to the Disclosure Obligations section of the SCOPE OF WORK RULE to clarify the nature, form and format of disclosure.

- Incorporates elements of guidance regarding the scope of work disclosure into the SCOPE OF WORK RULE to aid in enforceability and understanding of the appraiser’s obligations.
Changes for 2020-21 USPAP

COMPETENCY RULE

- Moves “Perfection is impossible to attain…” language from development standards into COMPETENCY RULE
Changes for 2020-21 USPAP
Revises DEFINITIONS

- Removes **Comments** from existing definitions
- Revises existing definitions: *appraisal, appraisal practice, appraisal review, appraiser, assignment conditions, assignment results, client, cost, exposure time, market value, personal property, real property, valuation service, value, and workfile*
Changes for 2020-21 USPAP
Adds DEFINITIONS

- Adds new definitions: assignment elements, effective date, misleading, personal inspection, physical characteristics, and relevant characteristics
Changes for 2020-21 USPAP
Other Edits

- Revises “accept an assignment” language
- Revises “intangible items” language
Revisions of Advisory Opinions for 2020-21

- AO-1, Sales History
- AO-2, Inspection of Subject Property
- AO-3, Update of a Prior Appraisal
- AO-28, Scope of Work Decision, Performance, and Disclosure
- AO-31, Assignments Involving More than One Appraiser
- AO-32, Ad Valorem Property Tax Appraisal and Mass Appraisal Assignments
- AO-36, Identification and Disclosure of Client, Intended Use, and Intended Users
- AO-38, Content of an Appraisal Report and Restricted Appraisal Report (NEW)
Retirement of Advisory Opinions for 2020-21

- AO-4, Standards Rule 1-5(b)
- AO-11, Content of the Appraisal Report Options of Standards Rules 2-2, 8-2, and 10-2
- AO-12, Use of the Appraisal Report Options of Standards Rules 2-2, 8-2, and 10-2
Hybrid/Bifurcated Appraisal Assignments

Free Video: Inspections and Hybrid Appraisal Assignments

NEW Q&A Video: Inspections & Hybrid Appraisal Assignments

Learn about Inspections and Hybrid Appraisal Assignments in the recently published Q&As by the Appraisal Standards Board.

- Can I Perform an Appraisal if the Property Inspection was done by Someone Else?
- Does USPAP Require Disclosure of Assistance by a Non-Appraiser?
- Employing an Extraordinary Assumption when a Client Provides Inspection Data
Hybrid/Bifurcated Appraisal Assignments

- USPAP Q&A #2018-10: Can I Perform an Appraisal if the Property Inspection was done by Someone Else?
- USPAP Q&A #2018-11: Does USPAP Require Disclosure of Assistance by a Non-Appraiser?
- USPAP Q&A #2018-12: Employing an Extraordinary Assumption when a Client Provides Inspection Data
2018-10: APPRAISAL DEVELOPMENT – SCOPE OF WORK ISSUES

Can I Perform an Appraisal if the Property Inspection was done by Someone Else?

Question:
A client has asked me to perform an appraisal, but instead of requiring me to physically inspect the subject, they will provide me with the results of an inspection of the property done by someone else. Does USPAP allow this?

Response:
Yes. USPAP does not require an appraiser to inspect the subject per the SCOPE OF WORK RULE. However, while an inspection is not required, appraisal reports for real and personal property must contain a signed certification which clearly states whether or not the appraiser personally inspected the subject.

Standards Rule 1-2(e) requires an appraiser to identify the characteristics of the property that are relevant to the type and definition of value and the intended use of the appraisal, including its legal and economic attributes. An appraiser may use any combination of property inspection, plans and specifications, public records, engineering reports, photographs, etc., to gather information about the relevant characteristics of the subject property.

Standards Rule 1-1(b) requires that an appraiser not commit a substantial error of omission or commission that significantly affects an appraisal. Therefore, the appraiser has to have a reasonable basis to believe the information provided by the client is credible. Furthermore, an appraiser must not allow assignment conditions to limit the scope of work to such a degree that the assignment results are not credible in the context of the intended use. If an appraiser determines that the only way to meet these criteria is by inspecting the property themselves, they must either discuss changing the scope of work with the client, or withdraw from the assignment.

Additional guidance about inspecting properties can be found in Advisory Opinion 2, Inspection of Subject Property, Advisory Opinion 23, Identifying the Relevant Characteristics of the Subject Property of a Real Property Appraisal Assignment, and Advisory Opinion 28, Scope of Work Decision, Performance, and Disclosure.
2018-11: APPRAISAL REPORTING – CERTIFICATION AND SIGNATURES

Does USPAP Require Disclosure of Assistance by a Non-Appraiser?

Question:
A client has asked me to perform an appraisal, but instead of requiring me to physically inspect the subject, they will provide me with the results of an inspection of the property done by someone else. Does USPAP require me to disclose this person’s name as having provided significant appraisal assistance and describe the assistance they provided?

Response:
Generally, no. If the information provided in the inspection only includes factual data regarding the subject, professional assistance has not been provided. However, if the appraiser relies upon opinions and conclusions of the inspector regarding quality, condition and/or functional utility, this is professional assistance. In that case, yes, you must disclose the inspector’s identity, if the individual performing the assistance is an appraiser, and describe the assistance they provided. It is a misconception that non-appraisers who provide assistance must be identified in the certification. The certification requirements in USPAP apply only to appraisers.

If disclosure is not required because an individual providing information is not an appraiser, the appraiser relying on such information still has obligations pertaining to the information used. First, it’s important to remember that the appraiser signing the certification is taking full responsibility for the appraisal. The Comment to Standards Rule 2-3 states, in part:

In an assignment that includes only assignment results developed by the real property appraiser(s), any appraiser(s) who signs a certification accepts full responsibility for all elements of the certification, for the assignment results, and for the contents of the appraisal report.
Second, the appraiser has to have a reasonable basis to believe the information provided by others is credible. The Comment to SR 2-3 also states, in part:

*When a signing appraiser(s) has relied on work done by appraisers and others who do not sign the certification, the signing appraiser is responsible for the decision to rely on their work. The signing appraiser(s) is required to have a reasonable basis for believing that those individuals performing the work are competent. The signing appraiser(s) also must have no reason to doubt that the work of those individuals is credible.*

Standard Rule 1-2(e), one of the first steps in the development of an appraisal, requires the appraiser to identify the relevant characteristics of the property. If the scope of work requires that the appraiser consider physical aspects that they would not already know without inspecting the property, the source and accuracy of this information becomes critically important.

At the present time USPAP neither requires nor prohibits the disclosure of the name of a non-appraiser inspector or the source of the inspection data. However, the ASB is examining whether USPAP should include such a requirement. The practice of using non-appraisers to perform an inspection is one example of an issue that the ASB will consider because USPAP is a “living document” that takes into account changes in the marketplace.
2018-12: APPRAISAL DEVELOPMENT – EXTRAORDINARY ASSUMPTIONS AND HYPOTHETICAL CONDITIONS (revised 3/29/18)
Employing an Extraordinary Assumption when a Client Provides Inspection Data

Question:
A client has asked me to perform an appraisal, but instead of requiring me to physically inspect the subject property, they will provide me with the results of an inspection done by someone else. If I rely upon that inspection, should I employ an extraordinary assumption?

Response:
The answer to this question is dependent upon the appraiser’s judgment about the reliability and completeness of the information contained in the client-provided inspection report.

The Comment to Standards Rule 1-2(c) states, in part:

*The information used by an appraiser to identify the property characteristics must be from sources the appraiser reasonably believes are reliable.*

If the appraiser determines that the information contained in the inspection report is reliable and sufficient to allow the appraiser to identify the property characteristics and develop credible assignment results, then an extraordinary assumption would not be necessary.

However, Advisory Opinion 2, *Inspection of Subject Property*, contains the following advice:

*The appraiser must ensure that the degree of inspection is adequate to develop a credible appraisal. An appraiser cannot develop a credible appraisal if adequate information about the relevant characteristics of the subject property is not available. When adequate information about relevant characteristics is not available through a personal inspection or from sources the appraiser believes are reliable, an appraiser must withdraw from the assignment unless the appraiser can:*

- modify the assignment conditions to expand the scope of work to include gathering the necessary information; or
- use an extraordinary assumption about such information, if credible assignment results can still be developed.
An extraordinary assumption is an assignment-specific assumption that is made when an appraiser must rely upon uncertain information. The Comment to the USPAP definition of extraordinary assumption explains that:

*Uncertain information might include physical, legal, or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis.*

If the appraiser determines that the client-provided inspection data is not adequate to identify the property characteristics or if the appraiser believes that the data source is not reliable, the appraiser has three choices:

1. expand the scope of work to include gathering the necessary information, a process that might include, for example, discussion with the property inspector, personal inspection by the appraiser, or research from other data sources;
2. use an extraordinary assumption about such information if credible assignment results can still be developed; or
3. withdraw from the assignment.
Appraiser Qualifications Board
### Long-Term Trend: Active Appraiser Credentials

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>Today¹</th>
<th>Change</th>
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<tbody>
<tr>
<td>Certified General</td>
<td>34,812</td>
<td>39,612</td>
<td>+14%</td>
</tr>
<tr>
<td>Certified Residential</td>
<td>46,701</td>
<td>48,050</td>
<td>+3%</td>
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<tr>
<td>Licensed Residential</td>
<td>29,921</td>
<td>7,406</td>
<td>-75%</td>
</tr>
<tr>
<td>Total</td>
<td>111,434</td>
<td>95,068</td>
<td>-15%</td>
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¹ Appraisal Subcommittee National Registry as of May 14, 2019
<table>
<thead>
<tr>
<th>License Level</th>
<th>Year</th>
<th></th>
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<tr>
<td></td>
<td>2015</td>
<td>2016</td>
<td>2017</td>
<td>2018</td>
</tr>
<tr>
<td>Licensed Residential</td>
<td>169</td>
<td>175</td>
<td>260</td>
<td>325</td>
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<tr>
<td>Certified Residential</td>
<td>411</td>
<td>402</td>
<td>465</td>
<td>735</td>
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<tr>
<td>Certified General</td>
<td>393</td>
<td>407</td>
<td>447</td>
<td>399</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>973</td>
<td>984</td>
<td>1,172</td>
<td>1,459</td>
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Attracting New Appraisers

**Associate Programs:**
- Hondros College

**Graduate Programs:**
- Florida International University
- University of Denver
- University of Florida
- Texas A&M University
- Virginia Commonwealth University
- University of Wisconsin – Madison

**Undergraduate Programs:**
- Colorado State University
- University of Denver
- Indiana University
- Lehigh University
- University of Nebraska – Omaha
- University of Northern Iowa
- Oklahoma State University
- South Dakota State University
- Texas A&M University
- Virginia Commonwealth University
- University of Wisconsin – Madison
Practical Applications of Real Estate Appraisal (PAREA)
Practical Applications of Real Estate Appraisal (PAREA)

- Simulated training environment
- Licensed Residential and Certified Residential applicants could receive some or all of the required experience hours
What is PAREA?

- Alternative method of gaining real estate appraisal experience
- Goal is to emulate actual appraisal experience
- Experience begins with basics
What PAREA is NOT

- Qualifying education
- Classroom training
- Capstone
Why PAREA?

- Difficulty in connecting trainees with qualified supervisory appraisers
  - Time and expense for supervisors
  - “Training my competition”
  - Training limited to supervisor’s practice
- Training will be overseen by qualified trainers
- Training will follow structured learning modules
Simulated Training Today

Bartenders
Ice Cream Scoopers
Appliance Repair
Forklift Operators
Truck Drivers
Car Salespeople
Surgeons
Nursing
Dentists
Accountants
Astronauts
Firefighters
Benefits

- Greater consistency and broad-based training
- With virtual online immersion training, segments can start out simple and graduate to complex with various overlays (e.g., a property can develop forms of obsolescence and varying market conditions)
- Trainees successfully completing PAREA will be marketable immediately as practicing appraisers
PAREA Status Update

- Residential modules currently under development
- Discussion Draft published on April 1, 2019 – Comment Deadline June 1, 2019
- Brief demo of virtual reality training at AQB public meeting in Denver, Colorado on May 3, 2019
Future Concept?
Obtain an Appraiser Credential *Without* Experience in the Future? 

*Future Concept Paper?*

- Complete Qualifying Education
- XX Hours in Required Core Curriculum
- College-level education
- Pass “Super Examination”
- Receive Credential
Contact Us

Communicating with the Foundation and its Boards is easy:

- Website:  www.appraisalfoundation.org
- Phone:  202.347.7722
- Address:  1155 15th Street NW, Suite 1111 Washington, DC 20005
- Email:  info@appraisalfoundation.org
- Q&A Forum:  www.appraisal.answerbase.com